



Invoice No.: IND-1016-0003

Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 1/24/17
Order Number: 0015523208
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2016 - 9/30/2017
Contract Amount: \$2,250,000.00
Contract Number: A70-5-041137
Date of Services: 12/1/2016 - 12/31/2016
Payment requested for: Real Alternatives, Inc.
Description of Services and Total Paid: \$149,447.34
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A



Vendor's signature



Date



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EXCELLENCE

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)
www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget
 Real Alternatives, Inc. A70-5-041137
 Indiana Pregnancy & Support Services Program
 October 1, 2016 - September 30, 2017

| Expense Type | Budget Category | Expense Detail | Budgeted Cost | Actual Cost Dec-16 | Actual Expenses YTD-Dec 2016 | Remaining Cost Jan 2017 to Sep-2017 |
|-----------------------|-----------------|----------------------------------|-----------------------|-----------------------|---------------------------------|--|
| Administrative | Salary | President & CEO | \$55,000.00 | \$2,609.21 | 8,234.09 | \$46,765.91 |
| Administrative | Salary | VP of Administration | \$20,000.00 | \$1,957.50 | 4,365.36 | \$15,634.64 |
| Administrative | Salary | Assistant Director of Finance | \$0.00 | | - | \$0.00 |
| Administrative | Salary | Senior Accountant | \$6,000.00 | \$855.82 | 1,700.88 | \$4,299.12 |
| Administrative | Salary | Junior Accountant | \$0.00 | | - | \$0.00 |
| Administrative | Salary | Bookkeeper | \$2,000.00 | \$53.87 | 156.72 | \$1,843.28 |
| Services | Salary | VP of Operations | \$40,000.00 | \$1,310.53 | 4,701.54 | \$35,298.46 |
| Services | Salary | Indiana Services Director | \$40,000.00 | | - | \$40,000.00 |
| Services | Salary | Services Coordinator | \$10,000.00 | \$341.80 | 1,077.90 | \$8,922.10 |
| Services | Salary | Services Assistance | \$7,500.00 | \$175.23 | 1,234.78 | \$6,265.22 |
| Services | Salary | Billing Coordinator | \$5,000.00 | \$219.96 | 472.68 | \$4,527.32 |
| Services | Salary | Service Provider Approval | \$2,000.00 | \$9.36 | 51.48 | \$1,948.52 |
| Services | Salary | Service Provider Monitoring | \$3,000.00 | | 48.78 | \$2,951.22 |
| Services | Salary | Hotline Counselor | \$2,000.00 | \$103.30 | 275.47 | \$1,724.53 |
| Subtotal | | | \$192,500.00 | \$7,636.58 | \$22,319.68 | \$170,180.32 |
| Administrative | Fringe | Unused Sick | \$0.00 | | - | \$0.00 |
| Services | Fringe | Unused Sick | \$0.00 | | - | \$0.00 |
| Administrative | Fringe | Payroll Taxes | \$5,000.00 | \$233.71 | 538.07 | \$4,461.93 |
| Services | Fringe | Payroll Taxes | \$9,000.00 | \$78.37 | 293.86 | \$8,706.14 |
| Administrative | Fringe | Workers' Comp | \$500.00 | \$21.50 | 64.65 | \$435.35 |
| Services | Fringe | Workers' Comp | \$500.00 | \$17.59 | 52.90 | \$447.10 |
| Administrative | Fringe | Pension | \$2,500.00 | \$149.05 | 373.11 | \$2,126.89 |
| Services | Fringe | Pension | \$2,000.00 | \$51.57 | 182.90 | \$1,817.10 |
| Administrative | Fringe | Employee Group Ins | \$14,000.00 | \$822.66 | 2,484.65 | \$11,515.35 |
| Services | Fringe | Employee Group Ins | \$10,000.00 | \$339.54 | 976.98 | \$9,023.02 |
| Subtotal | | | \$43,500.00 | \$1,713.99 | \$4,967.12 | \$38,532.88 |
| Administrative | Travel | Travel/Lodging | \$500.00 | \$0.00 | - | \$500.00 |
| Services | Travel | Travel | \$10,000.00 | \$204.44 | 516.99 | \$9,483.01 |
| Subtotal | | | \$10,500.00 | \$204.44 | \$516.99 | \$9,983.01 |
| Administrative | Supplies | Office Expense | \$31,000.00 | \$442.72 | 1,037.27 | \$29,962.73 |
| Administrative | Supplies | Computer Resources/Upgrades | \$15,000.00 | | - | \$15,000.00 |
| Services | Supplies | Client Education Materials | \$11,160.00 | | 6.00 | \$11,154.00 |
| Services | Supplies | Pregnancy Test Kits | \$5,000.00 | \$348.80 | 1,079.10 | \$3,920.90 |
| Subtotal | | | \$62,160.00 | \$791.52 | \$2,122.37 | \$60,037.63 |
| Administrative | Contracts | Accounting/IT/Legal consulting | \$10,000.00 | \$143.50 | 430.50 | \$9,569.50 |
| Administrative | Contracts | Auditing | \$4,000.00 | \$270.41 | 813.20 | \$3,186.80 |
| Administrative | Contracts | Copier Service Contracts | \$750.00 | \$71.54 | 156.25 | \$593.75 |
| Services | Contracts | Client Service Providers | \$1,809,500.00 | \$137,057.69 | 440,936.61 | \$1,368,563.39 |
| Services | Contracts | Meetings/Seminars/Conference | \$7,000.00 | | - | \$7,000.00 |
| Services | Contracts | Services Advertising | \$8,840.00 | | - | \$8,840.00 |
| Services | Contracts | Services Database Consulting | \$15,000.00 | \$42.50 | 510.00 | \$14,490.00 |
| Subtotal | | | \$1,855,090.00 | \$137,585.64 | \$442,846.56 | \$1,412,243.44 |
| Administrative | Other | Professional Development | \$2,000.00 | \$277.98 | 313.98 | \$1,686.02 |
| Administrative | Other | Job advertising | \$500.00 | \$4.50 | 9.00 | \$491.00 |
| Administrative | Other | New employee screening | \$250.00 | | - | \$250.00 |
| Administrative | Other | Postage/Shipping | \$10,000.00 | \$62.40 | 689.62 | \$9,310.38 |
| Administrative | Other | Rent | \$40,000.00 | \$816.89 | 2,488.70 | \$37,511.30 |
| Administrative | Other | Telephone Service | \$3,500.00 | \$154.29 | 552.31 | \$2,947.69 |
| Administrative | Other | General Business Liability Ins | \$1,000.00 | \$38.48 | 115.73 | \$884.27 |
| Administrative | Other | Insurance - Directors & Officers | \$1,500.00 | \$96.07 | 288.91 | \$1,211.09 |
| Services | Other | Toll Free Referral System | \$2,500.00 | \$64.56 | 186.64 | \$2,313.36 |
| Services | Other | Contract Closeout Cost | \$25,000.00 | | - | \$25,000.00 |
| Subtotal | | | \$86,250.00 | \$1,515.17 | \$4,644.89 | \$81,605.11 |
| Administrative | | | \$225,000.00 | 9,082.10 | 24,813.00 | 200,187.00 |
| Services | | | \$2,025,000.00 | \$140,365.24 | \$452,604.61 | \$1,572,395.39 |
| Total | | | \$2,250,000.00 | \$149,447.34 | \$477,417.61 | \$1,772,582.39 |

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2016-17

| Cost Category | Budgeted Dollars | Actual Expenses | Actual Expenses | Remaining Cost |
|--------------------------------------|-------------------------|------------------------|------------------------|-----------------------------|
| Personnel | | Dec-16 | YTD - Dec 2016 | Jan 2017 to Sep 2017 |
| President & CEO | \$55,000.00 | \$2,609.21 | \$ 8,234.09 | \$46,765.91 |
| VP of Administration | \$20,000.00 | \$1,957.50 | \$ 4,365.36 | \$15,634.64 |
| Assistant Director of Finance | \$0.00 | | \$ - | \$0.00 |
| Senior Accountant | \$6,000.00 | \$855.82 | \$ 1,700.88 | \$4,299.12 |
| Junior Accountant | \$0.00 | | \$ - | \$0.00 |
| Bookkeeper | \$2,000.00 | \$53.87 | \$ 156.72 | \$1,843.28 |
| Professional Development | \$2,000.00 | \$277.98 | \$ 313.98 | \$1,686.02 |
| Payroll Taxes | \$5,000.00 | \$233.71 | \$ 538.07 | \$4,461.93 |
| Workers Compensation Insurance | \$500.00 | \$21.50 | \$ 64.65 | \$435.35 |
| Pension | \$2,500.00 | \$149.05 | \$ 373.11 | \$2,126.89 |
| Employee Group Insurance | \$14,000.00 | \$822.66 | \$ 2,484.65 | \$11,515.35 |
| Job Advertising | \$500.00 | \$ 4.50 | \$ 9.00 | \$491.00 |
| New Employee Screening | \$250.00 | | \$ - | \$250.00 |
| Total Personnel | \$ 107,750.00 | \$ 6,985.80 | \$ 18,240.51 | \$ 89,509.49 |
| Operating | Budgeted Dollars | | | |
| Accounting/IT/Legal Consulting | \$10,000.00 | \$143.50 | \$ 430.50 | \$9,569.50 |
| Postage/Shipping | \$10,000.00 | \$62.40 | \$ 689.62 | \$9,310.38 |
| Auditing | \$4,000.00 | \$270.41 | \$ 813.20 | \$3,186.80 |
| Travel/Lodging | \$500.00 | | \$ - | \$500.00 |
| Rent | \$40,000.00 | \$816.89 | \$ 2,488.70 | \$37,511.30 |
| Telephone Service | \$3,500.00 | \$154.29 | \$ 552.31 | \$2,947.69 |
| General Business Liability Insurance | \$1,000.00 | \$38.48 | \$ 115.73 | \$884.27 |
| Insurance-Directors & Officers | \$1,500.00 | \$96.07 | \$ 288.91 | \$1,211.09 |
| Office Expense | \$31,000.00 | \$442.72 | \$ 1,037.27 | \$29,962.73 |
| Computer Resources | \$15,000.00 | | \$ - | \$15,000.00 |
| | | | \$ - | \$0.00 |
| Total Operating | \$ 116,500.00 | \$ 2,024.76 | \$ 6,416.24 | \$ 110,083.76 |
| Equipment | Budgeted Dollars | | | |
| Equipment Service Contracts | \$750.00 | \$71.54 | \$ 156.25 | \$593.75 |
| Total Administrative Expenses | \$ 225,000.00 | \$ 9,082.10 | \$ 24,813.00 | \$ 200,187.00 |

**Actual Services Expenses
Indiana: Fiscal Year 2016-17**

| Cost Category Personnel | Budgeted Dollars | Actual Expenses Dec-16 | Actual Expenses YTD-Dec 2016 | Remaining Cost Jan 2017 to Sep-2017 |
|-------------------------------------|-------------------------|-----------------------------------|---|--|
| Vice President of Operations | \$40,000.00 | \$1,310.53 | \$ 4,701.54 | \$35,298.46 |
| Indiana Services Director | \$40,000.00 | | \$ - | \$40,000.00 |
| Services Coordinator | \$10,000.00 | \$341.80 | \$ 1,077.90 | \$8,922.10 |
| Billing Coordinator | \$5,000.00 | \$219.96 | \$ 472.68 | \$4,527.32 |
| Services Assistance | \$7,500.00 | \$175.23 | \$ 1,234.78 | \$6,265.22 |
| Service Provider Approval | \$2,000.00 | \$9.36 | \$ 51.48 | \$1,948.52 |
| Service Provider Monitoring | \$3,000.00 | | \$ 48.78 | \$2,951.22 |
| Hotline Counselor | \$2,000.00 | \$103.30 | \$ 275.47 | \$1,724.53 |
| Payroll Taxes | \$9,000.00 | \$78.37 | \$ 293.86 | \$8,706.14 |
| Workers Compensation Insurance | \$500.00 | \$17.59 | \$ 52.90 | \$447.10 |
| Pension | \$2,000.00 | \$51.57 | \$ 182.90 | \$1,817.10 |
| Employee Group Insurance | \$10,000.00 | \$339.54 | \$ 976.98 | \$9,023.02 |
| | | | | |
| | | | | |
| | | | | |
| Total Personnel | \$ 131,000.00 | \$ 2,647.25 | \$ 9,369.27 | \$ 121,630.73 |
| Operating | Budgeted Dollars | | | |
| Client Education Materials | \$11,160.00 | \$0.00 | \$ 6.00 | \$11,154.00 |
| Services Advertising | \$8,840.00 | \$0.00 | \$ - | \$8,840.00 |
| Meetings/Seminars/Conference | \$7,000.00 | | \$ - | \$7,000.00 |
| Travel/Lodging To Service Providers | \$10,000.00 | \$204.44 | \$ 516.99 | \$9,483.01 |
| Srvcs Database Consulting & Dev | \$15,000.00 | \$42.50 | \$ 510.00 | \$14,490.00 |
| Client Service Providers | \$1,809,500.00 | \$137,057.69 | \$ 440,936.61 | \$1,368,563.39 |
| Toll-free Referral System | \$2,500.00 | \$64.56 | \$ 186.64 | \$2,313.36 |
| Contract Closeout Cost | \$25,000.00 | | \$ - | \$25,000.00 |
| | | | | |
| | | | | |
| | | | | |
| Total Operating | \$ 1,889,000.00 | \$ 137,369.19 | \$ 442,156.24 | \$ 1,446,843.76 |
| Equipment | Budgeted Dollars | | | |
| Pregnancy Test Kits | \$5,000.00 | \$348.80 | \$ 1,079.10 | \$3,920.90 |
| | | | | |
| Total Services Expenses | \$ 2,025,000.00 | \$ 140,365.24 | \$ 452,604.61 | \$ 1,572,395.39 |